

VACANCY

Job title: Senior Territory Account Manager – London

Location: Field – Based (London)

Job Summary

Reporting to the Regional Sales Manager for South UK, you will be responsible for direct sales and driving adoption of Novacyt's products into NHS accounts within your territory.

This role will be pivotal to build a platform for future business with the NHS. The candidate will display a clear drive to win new business and develop new relationships from the ground up. Previous experience of the NHS sales process is critical, with contacts within key Pathology departments.

Activity will focus on Novacyt's COVID-19 clinical diagnostic portfolio and related products within Novacyt Group. You will be expected to quickly identify, develop, maintain and strengthen relationships to ensure that you are gaining the highest amount of revenue for the business and adoption of our products in the NHS. A sense of urgency will be key as the role will involve working in a fast-paced environment where actions need to be taken quickly and executed efficiently.

Novacyt need a strategic thinker with a drive for new business development, that can engage key stakeholders within complex accounts at multiple levels of authority. Key objectives include new business development, relationship management, CRM management, forecasting and clear account & territory planning

Main duties and responsibilities

- Responsible for the creation of a territory strategy & tactics to successfully retain, grow and acquire accounts to deliver budgeted sales, KPIs and sales pipeline to ensure revenue growth
- Drive the adoption of Novacyt Group products across all hospital sites
- Organise face-to-face client meetings
- Maintain, develop, analyse and manage performance of customer relationships (understanding of 4P's)
- Proactively seek new business to drive growth and aid delivery of budgeted sales.
- Work with applications team to provide technical support and training where required to customers.
- Work with the Regional Sales Manager to structure account management to maximize coverage
- Work with after-sales to ensuring maximum support for customers
- Ensure visibility around terms, pricing and discounts, ensuring prices are agreed with all customers and managed service partners and the internal organization is aware of these agreements
- Provide accurate, timely reports and forecasts to Sales Director and Management
- Daily CRM management and reporting account progress via Microsoft Office
- Account, Network and Territory Planning
- Mentoring and working closely with the South UK sales team

Qualifications and experience required

- Degree level qualification or equivalent experience in Molecular, Life Sciences or Diagnostics.
- Experience of selling to and managing NHS Pathology Accounts in UK market, with a preference for experience with molecular microbiology/virology labs
- Understanding of the NHS and overall Healthcare markets
- Strong negotiation and communication skills
- Capable of influencing people internally and externally
- Strong team player
- Microsoft Office

Other requirements

- Knowledge of molecular biology products (PCR/qPCR) desirable
- Current understanding of scientific practices and global situation
- Willingness to travel extensively throughout the Region
- Cultural awareness
- Outstanding interpersonal skills
- Able to make decisions independently where required
- Self-motivated and driven

Please ensure that you notify your current manager that you are applying for an Internal position.

Hours of Work

37.5 hours per week

For further information or to apply for this vacancy please e-mail recruitment@novacyt.com